



Agenda Item 4

USM New Company Formation – January to June 2015 Report



BOARD OF REGENTS

SUMMARY OF ITEM FOR ACTION **INFORMATION** OR DISCUSSION

TOPIC: USM New Company Formation – January to June 2015 Report (information item)

COMMITTEE: Economic Development and Technology Commercialization

DATE OF COMMITTEE MEETING: September 10, 2015

SUMMARY: As part of a series of initiatives to accelerate technology transfer and entrepreneurship, the USM has put in place a process to regularly monitor new company formation. The Committee will be briefed on new companies facilitated by the USM institutions for the reporting period January 1, 2015 through June 30, 2015.

ALTERNATIVE(S): This item is for information purposes.

FISCAL IMPACT: This item is for information purposes.

CHANCELLOR'S RECOMMENDATION: This item is for information purposes.

COMMITTEE RECOMMENDATION:

DATE:

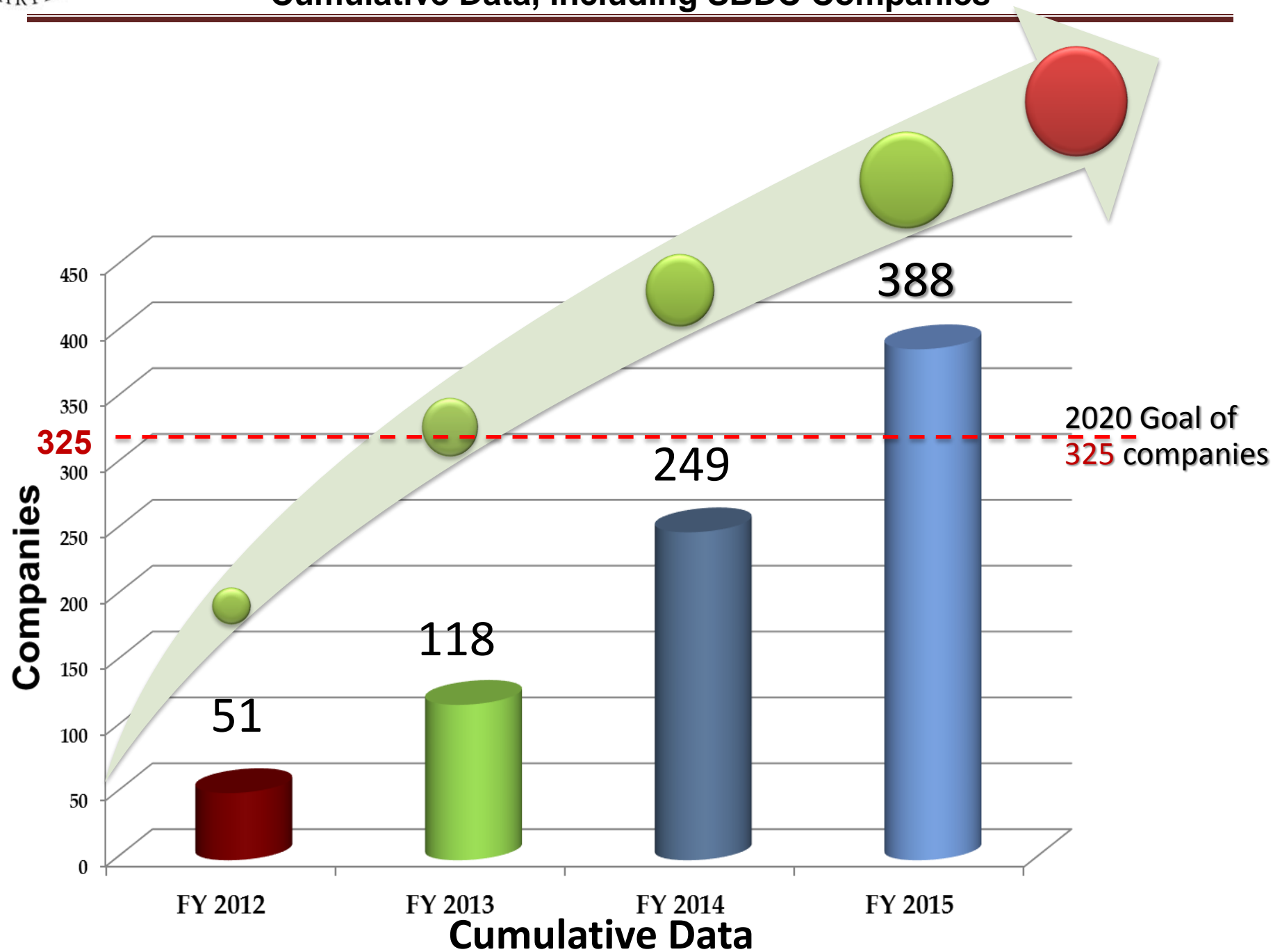
BOARD ACTION:

DATE:

SUBMITTED BY: Joseph F. Vivona (301) 445-2783



Economic Development and Technology Commercialization New Company Tracking -- FY 2012 to FY 2015 Cumulative Data, including SBDC Companies



University System of Maryland
New Company Formation
January 1, 2015 – June 30, 2015

Summary of New Companies Facilitated by USM Institutions by Tier

Tier 1: 7 total

- UMCP – Total: 2 licensed university-owned IP
- UMB – Total: 4 licensed university-owned IP
- UMBC – Total: 1 licensed university-owned IP

Tier 2: 71 total

- UMBC – Total 4: 2 companies moved into UMBC's incubator from out-of-state and 2 companies received significant mentoring
- UMCP – Total 38: 26 companies received significant mentoring through the Fearless Founders Program at the Dingman Center; 1 received significant mentoring through the Dingman Center Angels; 5 companies received significant mentoring through the Venture Accelerator Program at MTech; 6 received significant mentoring through the I-Corps Program through MTech;
- SU – Total: 7 received significant mentoring in SU's Shore Hatchery
- UB – Total: 1 company received significant mentoring
- SBDCs – Total of 21 received significant mentoring (UMCP & UMB, Corridor Region - 18; Salisbury – 3)
- Total Women-Owned: 9

Tier 3: 62 total

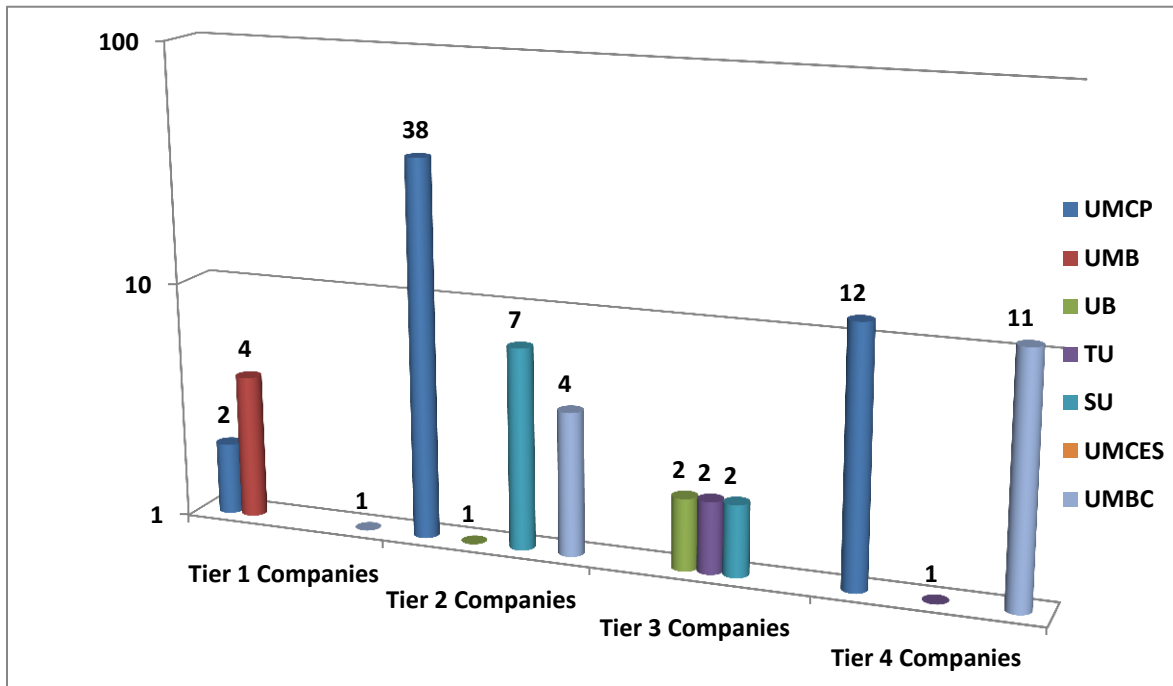
- TU – Total: 2 are Business Plan Competition winners
- SU – Total: 2 are Business Plan Competition winners
- UB – Total: 2 are Business Plan Competition winners
- SBDCs – Total of 56 received counseling services (UMCP & UMB, Corridor Region - 42; Salisbury - 6; FSU - 8)
- Total Women-owned: 1

Tier 4: 24 total

- UMBC – Total: 11 companies moved into UMBC's incubator from in-state
- UMCP – Total: 12 established companies are part of the Dingman Center Angel Investment program
- TU – Total: 1 company moved into TU's incubator
- Total Women-Owned: 6

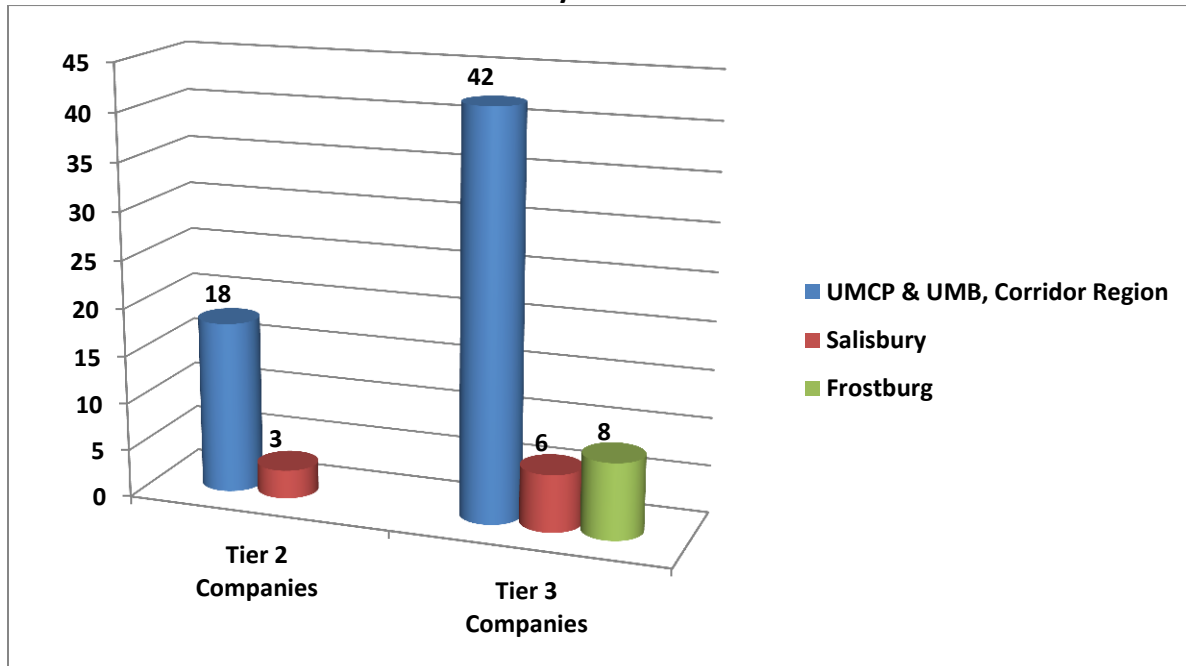
**University System of Maryland
New Company Formation**
January 1, 2015 – June 30, 2015

New Companies Facilitated by USM Institutions (excluding SBDCs)



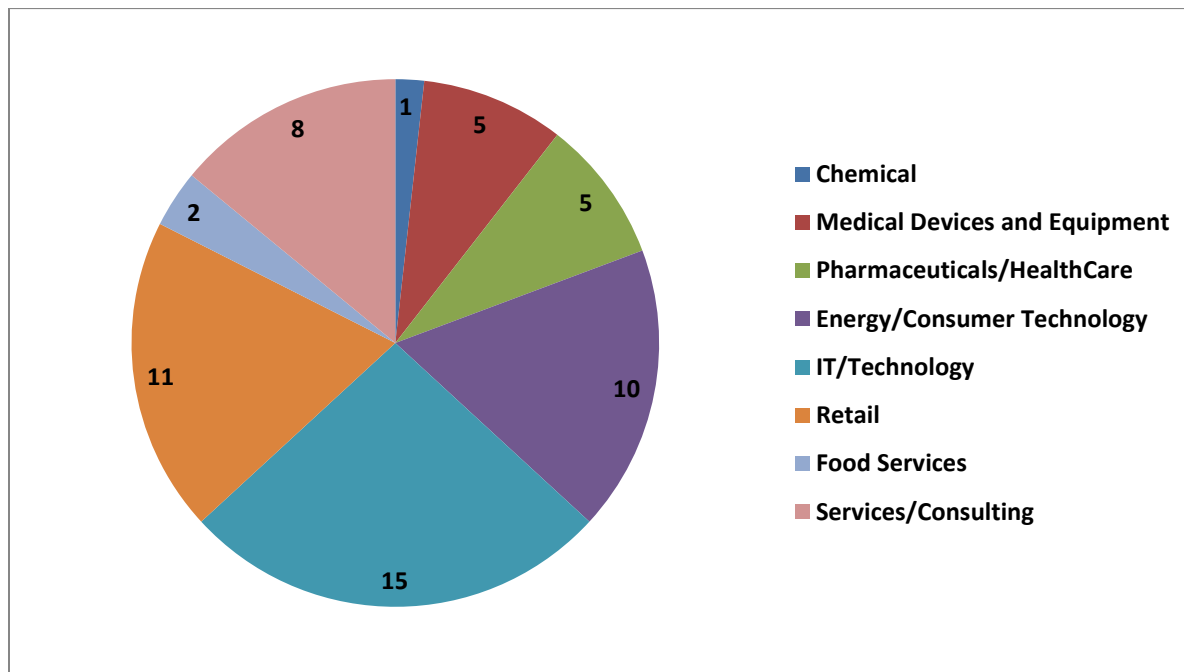
Note: The scale for the Y-axis is logarithmic.

**New Companies Created through the Small Business Development Centers (SBDCs)
By Institution**



University System of Maryland
New Company Formation
January 1, 2015 – June 30, 2015

New Companies Classified By Industry
Tiers 1 & 2



Examples of New Companies:

Chemical

Low Impact Development Design Group, LLC – Develops filters to remove heavy metals from industrial water runoff.

Medical Device and Equipment

Biometcrite Diagnostics, LLC – Focuses on the development of an IBD diagnostic based on a microbiome signature technology.

Pharmaceuticals/HealthCare

Calabash Bioscience, LLC – Utilizes novel molecular container technology for efficient drug delivery applications.

Energy/Consumer Technology

Enterprise 101 LLC, DBA PaverGuide - Creates storm water management systems.

Kanvasroom, LLC – Online social platform, which inspires creative people to meet and gives them the tools to collaborate and develop large and small projects.

University System of Maryland

New Company Formation

January 1, 2015 – June 30, 2015

IT/Technology

Bricata, LLC – Provides a deep, multi-vector cyber threat defense system to protect public and private sector networks.

Retail

Shower Shack – Manufactures a wall mounted phone holder designed to be used in the shower.

Food Services

WeCook – Provides contractual home chefs to prepare cost-effective meals.

Services/Consulting

Blondell Entertainment – Provides entertainment for events.



Committee on Economic Development and Technology Commercialization

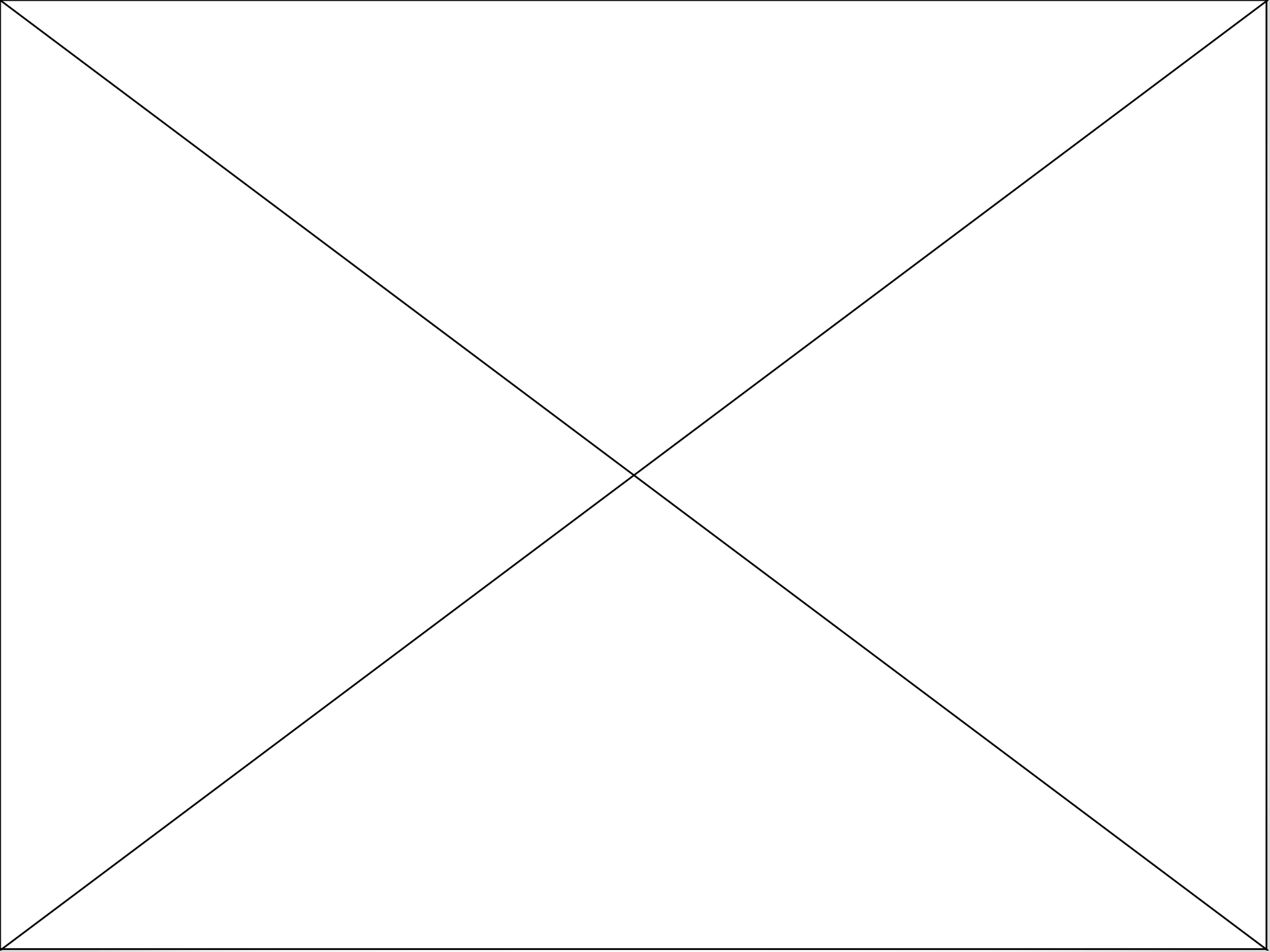
**New Company Formation
January to June 2015**

September 10, 2015

Context

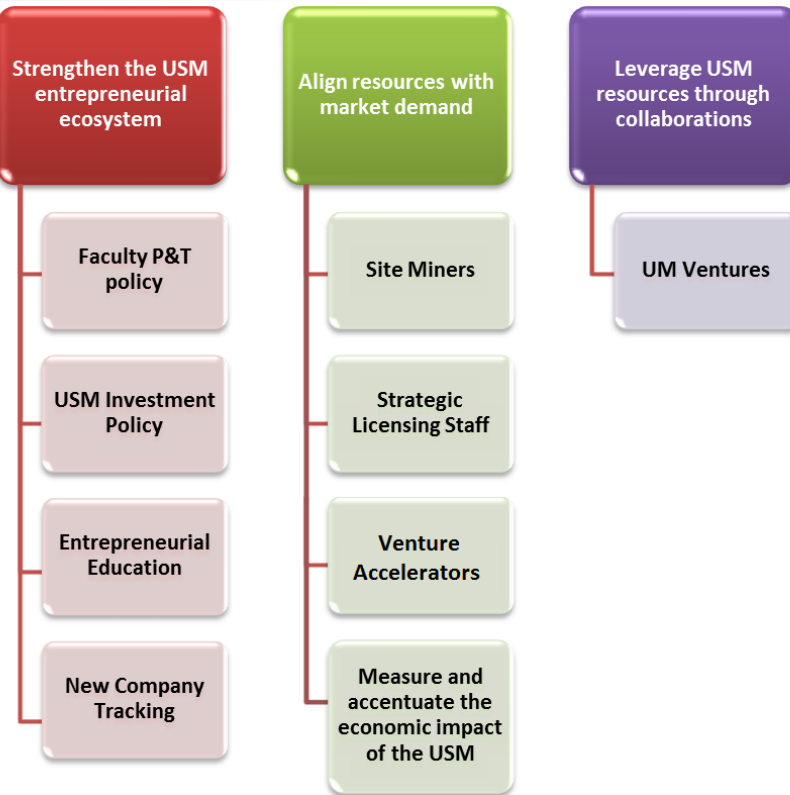
- 2020 Strategic Plan Goal: USM institutions will facilitate the creation of **325** companies
- Several USM institutions are actively engaged
- Numerous resources are dedicated to facilitating the creation of start-ups



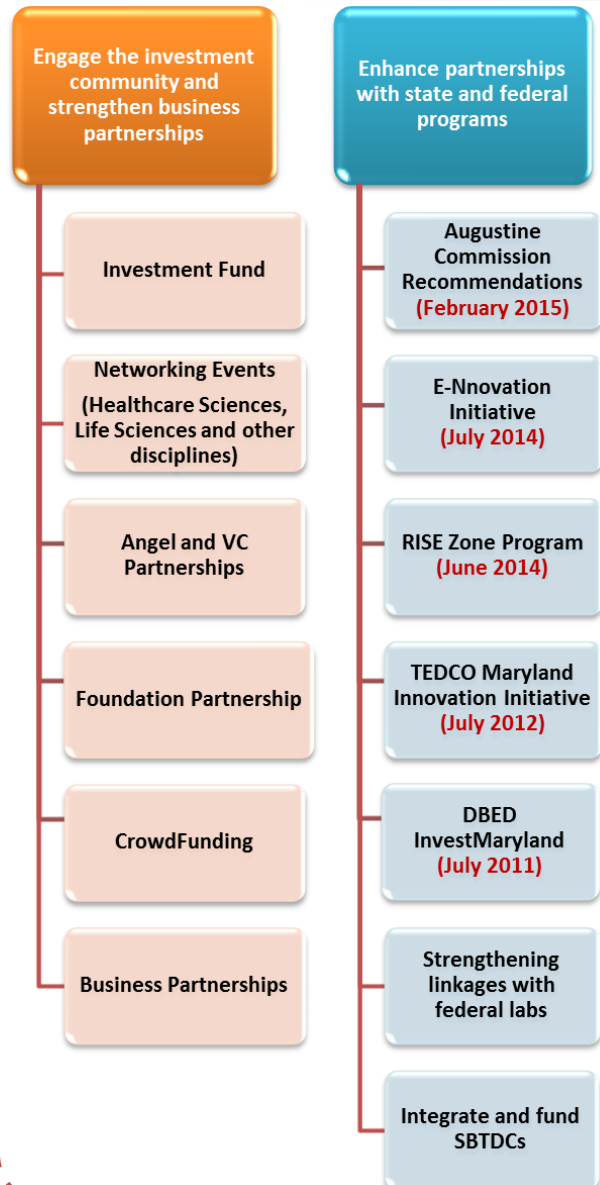


USM Strategic Focus Areas

Internal Ecosystem

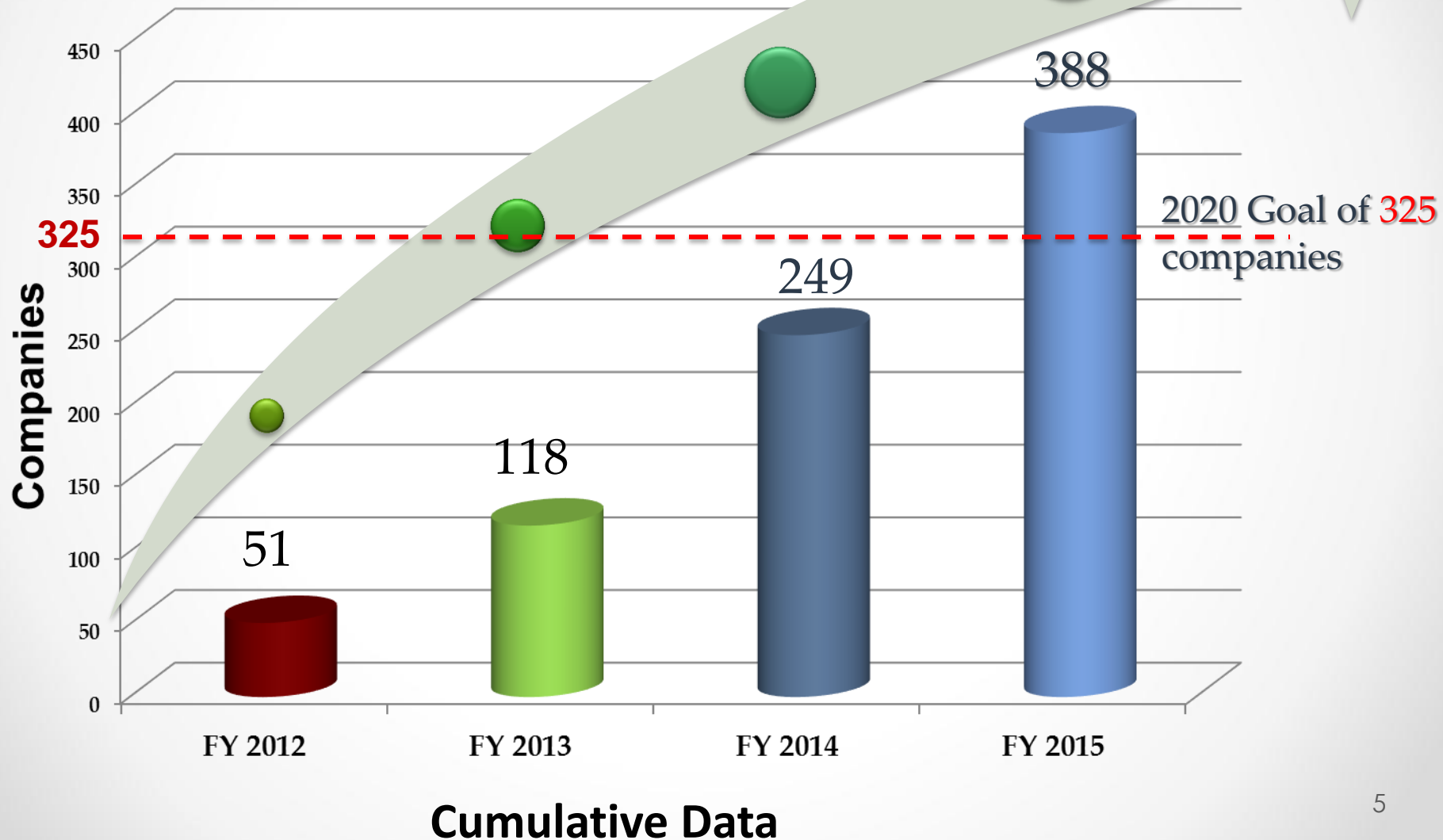


External Ecosystem



New Company Semiannual Tracking for the past 4 Fiscal Years, from FY 2012

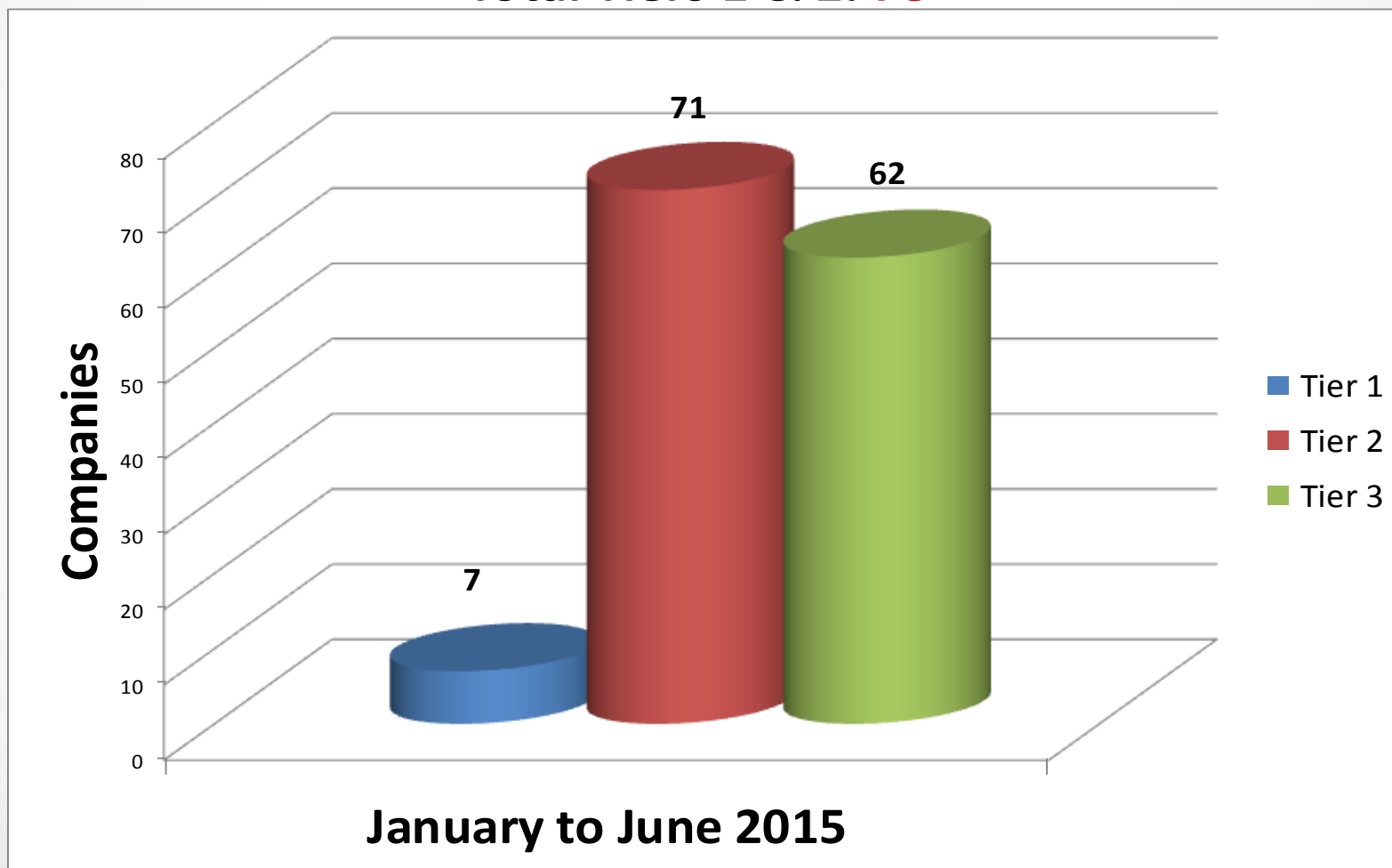
Cumulative Data, including SBDC Companies



New Company Formation by Tier for the past period – January to June 2015

Consolidated Data, including SBDC Companies

Total Tiers 1 & 2: 78

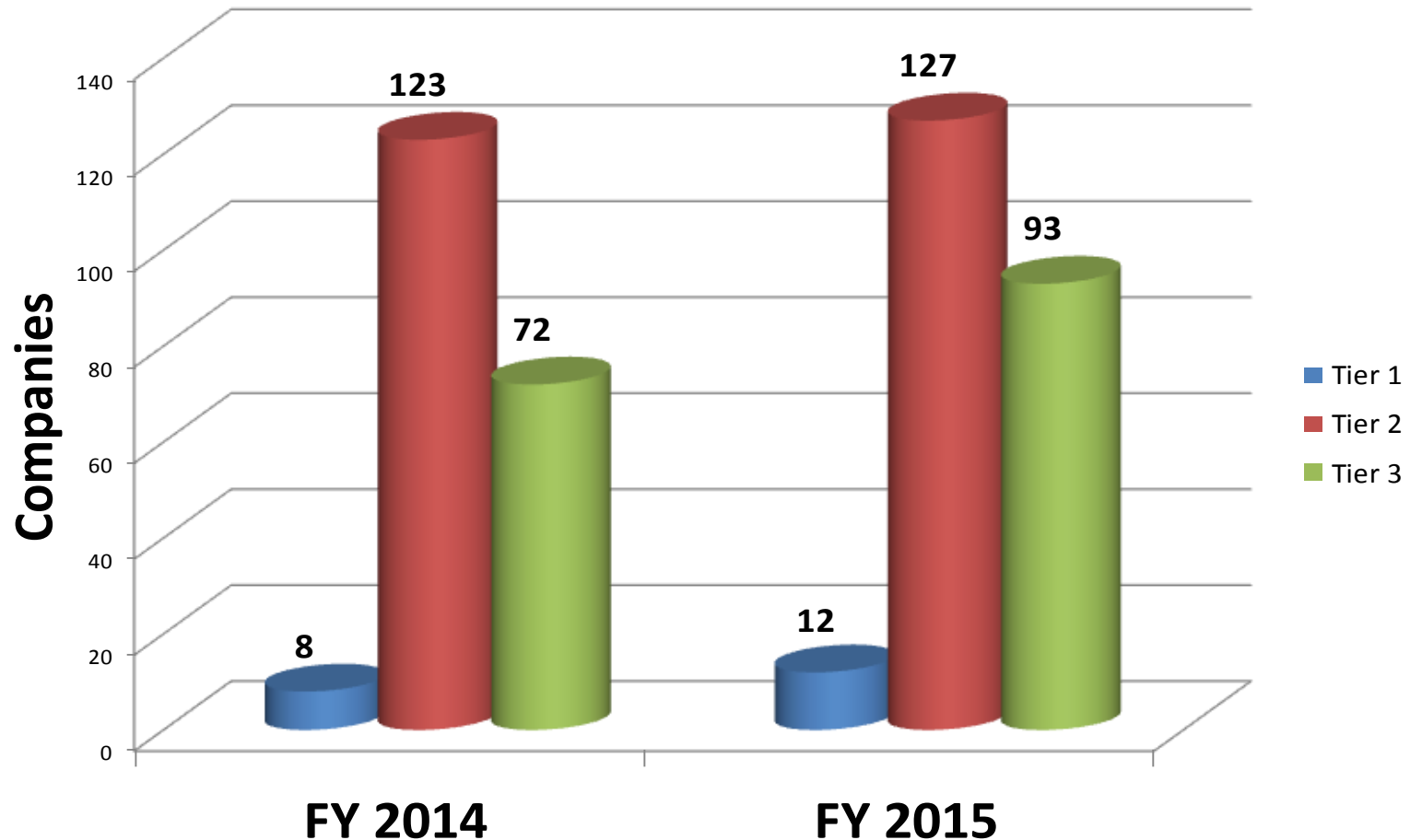


New Company Formation by Tier for Fiscal Years 2014 and 2015

Consolidated Data, including SBDC Companies

Total: 203

Total: 232



Some Notable USM Entrepreneurial Programs

The following programs contributed to the creation of the new USM companies in the recent period (January to June 2015):

- **UM Ventures**
- **Fearless Founders Program at the Dingman Center**
- **The I-Corps Program through Mtech**
- **bwtech@UMBC**
- **SU's Shore Hatchery**
- **Other USM programs:**
 - Dingman Center Angels, Venture Accelerator Program at Mtech, MIPS at Mtech, Business Plan Competitions (at Towson University, Salisbury University and University of Baltimore), and Towson University's incubator.



Examples of Successful Start-Ups

 SQUARESPACE

 ZetaBoards

 Fruigees
SQUEEZING in the GOOD STUFF

 Lurn inc.
where u come first!

 fdbk

 bevomedia
your internet marketing homepage

 dose spot

 OPENGov

 GoMe

 BRAVE UX

 thumbtackd

 INVESTOURS

 HD TRADESERVICES

 JAVAZEN
COFFEE BLEND

 CAREERPEER

 ALERTUS
LOCALIZED EMERGENCY NOTIFICATION

 Mowing
& More

 Z U S I N



 ONLINE Private Practices
WEB DESIGN AND CONSULTING

 MyFridge
Rental.com

 triumfun

 Waiders

 GYM Q

 ventureboard

 OneReceipt
keep the purchase, lose the receipt

 FN FiscalNote

 YALA

 daocloud

 sparkgift



 FINAL

 GRIP BOOST

 S

 HARPOON
MEDICAL

 FLEXEL
www.flexel.com

 Light Point Security
Browsing the web has never been safer

 GLIKNIK
TRULY NOVEL THERAPIES

Examples of Successful Start-Ups

- **Breethe, Inc.**

- Breethe, Inc. is a product development-stage company spun out of the University of Maryland, Baltimore in 2014 to develop and commercialize the world's first wearable artificial lung.

- **Calabash Biosciences**

- Calabash is based on a technology that uses novel molecular containers for efficient drug delivery applications. These molecular containers, first conceived and created by University of Maryland's (UMCP) investigators, improve the solubilization of drugs and allow them to be easily accessed by the body. The company filed form D and raised \$250,000 financing.

- **Grip Boost**

- Engineers from the University of Maryland's Chemical Engineering Department teamed up with former Terps tight end Matt Furstenburg, and entrepreneur businessman Harry Geller to develop a product that improves the tackiness of football gloves.

- **BackPack'Em, LLC**

- A retail UMBC company focused on developing a centralized marketplace that allows students to buy/sell items within the campus network.

